

Big Negotiation Skills for *Small* Businesses SM

The success of your business ultimately depends upon your ability to negotiate a good deal ... Period!

Don't sell yourself or your company short by using inadequate negotiation techniques and strategies that leave you in a losing position!



What you'll learn in this Full-Day session:

- Why "Splitting the Difference" Short-Changes You
- Negotiating Strategies the "Big Boys (or Girls)" Use
- Approaches to Various Negotiating Styles
- Spotting Pivotal Points in The Negotiation Process That Can Make or Break a Deal
- How to Get More for You *and* Your Counterpart
- Negotiation Pitfalls Leading to "No Deal"

Apply your learning
with a hands-on
Mock Negotiation!

Facilitated by Irene Zucker,
Executive Trainer,
Texas Credentialed Advanced Mediator

Format: Full-Day Session
Where: VerbaCom® North Dallas Facilities
Registration: Includes class materials, snacks & drinks



For Information or to Register call VerbaCom® at (972) 386 8372

VerbaCom® Executive Development
7920 Belt Line Rd., Ste. 610, Dallas, TX 75254
www.verbacom.com



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